

## **NM Legislative Hearing @ NMJC**

**August 1, 2012**

Successful technology commercialization is fundamentally about **COLLABORATION!** Collaboration between New Mexico research institutions, businesses, and government is necessary to facilitate the flow of technology from research institutions into the market place. Goals for this collaboration include:

- **New entrepreneurial companies**
- **Expanded knowledge-based employment**
- **Innovative, competitive products & services**
- **New revenue streams for NM universities & local/state governments**
- **Wealth Creation for NM Communities**
- **Platforms for future collaboration**

### **Suggestions for Panel members:**

- 1) Continue & increase the tax credit amount for angel investors to promote angel investment for knowledge-based technology companies located in New Mexico. Continue communications and dialogue with private sector to continually update & revise legislation to make it useful and relevant.

#### **Example:**

**(AeonClad Coatings / AeonClad Manufacturing / Lea County Investors)**

- 2) Consider commercialization as a tenure track option for researchers in the state's research universities

#### **Example:**

**(TAMU Regent's Policy and 27% increase in disclosures-Guy Dietrich)**

- 3) Encourage innovative, new approaches for technology commercialization from NM Research Institutions

#### **Example:**

**(AUTM Board Members who are frustrated by current system)**

- 4) Develop and incent better collaboration and synergies between NM's University Systems
- 5) Continually work with research institutions to shorten time and difficulty for completing business deals between private companies and universities
- 6) Create system that gives universities a better way to value deals to improve valuation metrics for dealing with companies
- 7) Create system to alleviate and remove as much "risk" as possible from very early stage technologies in universities
- 8) Create a system to assist companies that do not have the time or "know-how" to mine technologies from universities